

REP HEADLINE# 6186860
\$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$

REP: TEL# 703-516-9399 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!
ORDER WORKSHEET HARRIS REPORT FROM REP. AUG23/12 14.24
CHANGES ** WFLA-TV ***

ADV # _____ ADV. NAME FOLI/B NELSON/D/SEN/FL REP. # _____ OFF. # _____ SALESMAN # _____
AGY # _____ AGY. NAME ABAR HUTTON MEDIA BUYER NAME SHELLI HUTTON

6190 GROVEDALE COURT, SUITE 200 SALES PRSN WA- MEGHAN MCGARR (H)
ALEXANDRIA, VA 22310

ORDER # _____ CONTRACT # 6186860 CLASS: NATL. _____ LOCAL _____ REGIONAL _____

PRDCT BILL NELSON 4 SENATE EST#476 COMMENTS: (LINE, ORDER, INVOICE)

FLIGHT DATES SEP25/12 OCT1/12 WK-1

CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____ DATE AUG23/12 14.24

REP: ORDER CANCELLED
REPLACEMENT ORDER TO FOLLOW
TOTAL \$0
THANKS, MIKE FOR MEGHAN

CON CM BILL NELSON FOR SENATE

Handwritten initials

LINE#:REP : CD : TIME PERIOD : LGTH : SEC : RATE : START : END : SPTS : WEEK : DAYS : TOTL :
: LINE#: : : : : : : DATE : DATE : /WK : INVT : : SPTS :

AGENCY ADVERTISER CODE = _____ AGENCY EST# = 476
AGENCY PRODUCT CODE = _____

1 S 500A-530A 30 \$180.00 9/25 9/28 0 TU-F 0

PROGRAM : 5AM NEWS
CON COM1 : 5AM NEWS

2 S 500A-530A 30 \$180.00 10/1 10/1 0 MON 0

PROGRAM : 5AM NEWS
CON COM1 : 5AM NEWS

3 S 530A-600A 30 \$300.00 9/25 9/28 0 TU-W, F 0

PROGRAM : 530AM NEWS
CON COM1 : 530AM NEWS

FAX# 703-516-9680
CREDIT RISK !!!
HARRIS REPORT FROM REP AUG23/12 14.24
CHANGES *** WFLA-TV ***

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|---|------|-----|------------|------------|----------|----------|-----------|-------|-----------|
| 4 | S | | 600A-700A PROGRAM : 6AM NEWS CON COM1: 6AM NEWS | 30 | | \$840.00 | 9/25 | 9/28 | 0 | | TU-F | 0 |
| 5 | S | | 600A-700A PROGRAM : 6AM NEWS CON COM1: 6AM NEWS | 30 | | \$840.00 | 10/1 | 10/1 | 0 | | MON | 0 |
| 6 | S | | 700A-900A PROGRAM : TODAY SHOW CON COM1: TODAY SHOW | 30 | | \$1,080.00 | 9/25 | 9/28 | 0 | | TU-F | 0 |
| 7 | S | | 700A-900A PROGRAM : TODAY SHOW CON COM1: TODAY SHOW | 30 | | \$1,080.00 | 10/1 | 10/1 | 0 | | MON | 0 |
| 8 | S | | 200P-300P PROGRAM : RACHEL RAY CON COM1: RACHEL RAY | 30 | | \$300.00 | 9/25 | 9/28 | 0 | | TU-F | 0 |
| 9 | S | | 200P-300P PROGRAM : RACHEL RAY CON COM1: RACHEL RAY | 30 | | \$300.00 | 10/1 | 10/1 | 0 | | MON | 0 |
| 10 | S | | 400P-500P PROGRAM : DR. OZ CON COM1: DR. OZ | 30 | | \$720.00 | 9/25 | 9/28 | 0 | | TU-F | 0 |
| 11 | S | | 400P-500P PROGRAM : DR. OZ CON COM1: DR. OZ | 30 | | \$720.00 | 10/1 | 10/1 | 0 | | MON | 0 |
| 12 | S | | 500P-530P PROGRAM : 5PM NEWS CON COM1: 5PM NEWS | 30 | | \$1,060.00 | 9/25 | 9/27 | 0 | | TU,TH | 0 |

REP: TEL# 703-516-9399 FAX# 703-516-9680
CREDIT ADVISORY: AGENCY CREDIT RISK !!!
ORDER WORKSHEET HARRIS REPORT FROM REP AUG23/12 14.24
CHANGES *** WFLA-TV ***

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|---|------|-----|------------|------------|----------|----------|-----------|------|-----------|
| 13 | S | | 500P-530P PROGRAM : 5PM NEWS CON COM1: 5PM NEWS | 30 | | \$1,080.00 | 10/1 | 10/1 | 0 | | MON | 0 |
| 14 | S | | 530P-600P PROGRAM : 530PM NEWS CON COM1: 530PM NEWS | 30 | | \$1,080.00 | 9/25 | 9/28 | 0 | | TU-F | 0 |
| 15 | S | | 530P-600P PROGRAM : 530PM NEWS CON COM1: 530PM NEWS | 30 | | \$1,080.00 | 10/1 | 10/1 | 0 | | MON | 0 |
| 16 | S | | 600P-630P PROGRAM : 6PM NEWS CON COM1: 6PM NEWS | 30 | | \$1,440.00 | 9/25 | 9/28 | 0 | | TU-F | 0 |
| 17 | S | | 600P-630P PROGRAM : 6PM NEWS CON COM1: 6PM NEWS | 30 | | \$1,440.00 | 10/1 | 10/1 | 0 | | MON | 0 |
| 18 | S | | 630P-700P PROGRAM : NBC NEWS CON COM1: NBC NEWS | 30 | | \$2,400.00 | 9/25 | 9/28 | 0 | | TU-F | 0 |
| 19 | S | | 630P-700P PROGRAM : NBC NEWS CON COM1: NBC NEWS | 30 | | \$2,400.00 | 10/1 | 10/1 | 0 | | MON | 0 |
| 20 | S | | 700P-730P PROGRAM : ET CON COM1: ET | 30 | | \$1,200.00 | 9/25 | 9/28 | 0 | | TU-F | 0 |
| 21 | S | | 700P-730P PROGRAM : ET CON COM1: ET | 30 | | \$1,200.00 | 10/1 | 10/1 | 0 | | MON | 0 |

REP HEADLINE# 6186860
 \$\$\$ MOD# 0 : UNAPPROVED REV #1 \$\$\$

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 ORDER WORKSHEET HARRIS REPORT FROM REP AUG23/12 14.24
 CHANGES ** WFLA-TV ***

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|---|------|-----|------------|------------|----------|----------|-----------|------|-----------|
| 22 | S | | 730P-800P PROGRAM : EXTRA CON COM1: EXTRA | 30 | | \$1,200.00 | 9/25 | 9/28 | 0 | | TU-F | 0 |
| 23 | S | | 730P-800P PROGRAM : EXTRA CON COM1: EXTRA | 30 | | \$1,200.00 | 10/1 | 10/1 | 0 | | MON | 0 |
| 24 | S | | 800P-1000P PROGRAM : VOICE CON COM1: VOICE | 30 | | \$6,000.00 | 10/1 | 10/1 | 0 | | MON | 0 |
| 25 | S | | 700P-815P PROGRAM : FBALL NIGHT IN AM CON COM1: FBALL NIGHT IN AM | 30 | | \$4,080.00 | 9/30 | 9/30 | 0 | | SUN | 0 |
| 26 | S | | 1100P-1130P PROGRAM : 11PM NEWS CON COM1: 11PM NEWS | 30 | | \$1,500.00 | 9/26 | 9/30 | 0 | | W-SU | 0 |
| 27 | S | | 1100P-1130P PROGRAM : 11PM NEWS CON COM1: 11PM NEWS | 30 | | \$1,500.00 | 10/1 | 10/1 | 0 | | MON | 0 |
| 28 | S | | 1130P-1230A PROGRAM : TONIGHT SHOW CON COM1: TONIGHT SHOW | 30 | | \$780.00 | 9/26 | 9/28 | 0 | | W,F | 0 |
| 29 | S | | 1230A-130A PROGRAM : FALLON CON COM1: FALLON | 30 | | \$240.00 | 9/26 | 9/28 | 0 | | W,F | 0 |
| 30 | S | | 700A-900A PROGRAM : SAT TODAY CON COM1: SAT TODAY | 30 | | \$600.00 | 9/29 | 9/29 | 0 | | SAT | 0 |

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|------------------------|-----|----|-------------|------|-----|------------|------------|----------|----------|-----------|------|-----------------------|
| 31 | S | | 900A-1000A | 30 | | \$360.00 | 9/29 | 9/29 | 0 | | SAT | 0 |
| PROGRAM : SAT 9AM NEWS | | | | | | | | | | | | |
| CON COM1: SAT 9AM NEWS | | | | | | | | | | | | |
| 32 | S | | 600P-630P | 30 | | \$840.00 | 9/29 | 9/29 | 0 | | SAT | 0 |
| PROGRAM : SAT 6PM NEWS | | | | | | | | | | | | |
| CON COM1: SAT 6PM NEWS | | | | | | | | | | | | |
| 33 | S | | 800A-900A | 30 | | \$600.00 | 9/30 | 9/30 | 0 | | SUN | 0 |
| PROGRAM : SUN TODAY | | | | | | | | | | | | |
| CON COM1: SUN TODAY | | | | | | | | | | | | |
| 34 | S | | 900A-1000A | 30 | | \$360.00 | 9/30 | 9/30 | 0 | | SUN | 0 |
| PROGRAM : SUN NEWS | | | | | | | | | | | | |
| CON COM1: SUN NEWS | | | | | | | | | | | | |
| 35 | S | | 600P-630P | 30 | | \$900.00 | 9/30 | 9/30 | 0 | | SUN | 0 |
| PROGRAM : SUN 6PM NEWS | | | | | | | | | | | | |
| CON COM1: SUN 6PM NEWS | | | | | | | | | | | | |
| 36 | S | | 630P-700P | 30 | | \$3,000.00 | 9/30 | 9/30 | 0 | | SUN | 0 |
| PROGRAM : SUN NEWS | | | | | | | | | | | | |
| CON COM1: SUN NEWS | | | | | | | | | | | | |
| SEP/12 | | | \$.00 | | | OCT/12 | | | | | | |
| | | | | | | | | | | | | CONTRACT TOTAL \$.00 |
| | | | | | | | | | | | | TOTAL SPOTS 0 |

MARKET TOTALS \$0 WFLA 0% WFTS 0% WTSP 0% WTVT 0% WTOG 0% WTTA 0% WMOR 0%
 WMOX 0% WXPX 0% WWSB 0% CABL 0%

ORDER CANCELLED

SVC- NSI
 DEMOS- RA35+4

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME
 P-CLASS, PLAN, SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE

Abar Hutton Media
6190 Grovedale CT #200
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL
Submission Number 759 Issue 3



WFLA-TV
P.O. Box 1410
Tampa, FL 33601

PHONE (813) 228-8888

Original

| | | | | | |
|--------------------|----------------------------------|--------------------------|-----------|--------------------|--------------------|
| Client: | Bill Nelson/ D/ State Senate/ FL | Submission Cost: | 0 | Campaign Ref: | E:120628104 |
| Buyer: | FL | Client/Product/Estimate: | | Sales Rep: | HRP Washington, DC |
| Schedule Dates: | 09/24/12 to 10/07/12 | Weeks: | 2 | Order Ref: | 06186860 |
| Est./PO Number: | 06186860 | Contract type: | Political | Business Type: | POLITICAL |
| Associated Copies: | No | | | Business Category: | Transactional |

| | | | | | |
|--------------|----------------------|----------------|------|-------------|--------------------------|
| Product: | Bill Nelson 4 Senate | Booking Group: | WFLA | Key Market: | Tampa-St. Petersburg, FL |
| Demographic: | (L) Household | Order: | | | |

| Ref | Sales Product Details | Rev Type | Rate | Spot Type | 09/24 | 10/01 | Total | Cost |
|---------------------------------------|--|----------|------|-------------|---------------------------|-------|-------|------|
| 20 | M-F 7p Entertainment Tonight TWTF.. | 03 | | 30 Comme | Nbr of Spots Closed PR | 4 | 4 | |
| 21 | M-F 7p Entertainment Tonight M..... | 03 | | 30 Comme | Nbr of Spots Closed PR | 1 | 1 | |
| 22 | M-F 730p Extra TWTF.. | 03 | | 30 Comme | Nbr of Spots Closed PR | 4 | 4 | |
| 23 | M-F 730p Extra M..... | 03 | | 30 Comme | Nbr of Spots Closed PR | 1 | 1 | |
| Weekly Totals: Total Spots(Ord Spots) | | | | | 8 | 2 | 10 | |
| Closed PR | | | | | | | | |

Pre-emption Summary

| Ref | Sales Product | Spot Type | Pre-empt Date | Status | Pre-empt Value | Makegood Line(s) (Dates) | Makegood Ref | Campaign Ref |
|-----|------------------------------|----------------|---------------|--------------------|----------------|--------------------------------|--------------|--------------|
| 20 | M-F 7p Entertainment Tonight | :30 Commercial | 09/24/12 | Closed Pre Emption | 1,200.00 | 25 (09/14, 09/15, 09/16), 26 (| 0000167927 | E:120628104 |
| 21 | M-F 7p Entertainment Tonight | :30 Commercial | 09/24/12 | Closed Pre Emption | 3,600.00 | 41 (10/05, 09/25, 10/01) | 0000167928 | E:120628104 |
| 22 | M-F 730p Extra | :30 Commercial | 09/24/12 | Closed Pre Emption | 1,200.00 | 41 (10/05, 09/25, 10/01) | 0000167928 | E:120628104 |
| | | | | Closed Pre Emption | 4,800.00 | No Makegood / Credit | 0000000000 | E:120628104 |

| Ref | Sales Product | Spot Type | Pre-empt Date | Status | Pre-empt Value | Makegood Line(s) (Dates) | Makegood Ref | Campaign Ref |
|-----|----------------|----------------|---------------|--------------------|----------------|--------------------------|--------------|--------------|
| 23 | M-F 730p Extra | :30 Commercial | 10/01/12 | Closed Pre Emption | 1,200.00 | No Makegood / Credit | 0000000000 | E:120628104 |

Grand Totals

| Totals | | Month 9 Weeks: 5 09/24 | | | Month 10 Weeks: 4 10/01 | | | |
|--------|--|---------------------------|--|--|----------------------------|--|--|---|
| Spots | | | | | | | | |
| Cost | | 0 | | | 0 | | | 0 |

Grand Totals:

Spots: 0
Gross Total: 0.00
Commission: 0.00
Net Total: 0.00

JUN 18/12 16.20
WFLA-TV

SALES PRSN WA- MEGHAN MCGARR (H)

| | | | | | |
|---------|------------|---------|--------------|-------|----------|
| ORDER # | CONTRACT # | 6186860 | CLASS: NATL. | LOCAL | REGIONAL |
|---------|------------|---------|--------------|-------|----------|

FLIGHT DATES SEP25/12 OCT1/12 WK-1

| | | | | | |
|----------|-----------|----------------------|------|----------|-------|
| CITY TAX | STATE TAX | CO-OP BILLING NEEDED | DATE | JUN18/12 | 16.21 |
|----------|-----------|----------------------|------|----------|-------|



| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|--|-----|----|-------------|------|-----|----------|------------|----------|----------|-----------|--------|-----------|
| AGENCY ADVERTISER CODE = AGENCY PRODUCT CODE = AGENCY EST# = 476 | | | | | | | | | | | | |
| 1 | | | 500A-530A | 30 | | \$180.00 | 9/25 | 9/28 | 4 | | TU-F | 4 |
| PROGRAM : 5AM NEWS CON COM1 : 5AM NEWS | | | | | | | | | | | | |
| 2 | | | 500A-530A | 30 | | \$180.00 | 10/1 | 10/1 | 1 | | MON | 1 |
| PROGRAM : 5AM NEWS CON COM1 : 5AM NEWS | | | | | | | | | | | | |
| 3 | | | 530A-600A | 30 | | \$300.00 | 9/25 | 9/28 | 3 | | TU-W,F | 3 |
| PROGRAM : 530AM NEWS CON COM1 : 530AM NEWS | | | | | | | | | | | | |

REP HEADLINE# 6180800
 *** ORIGINAL REV#0 ***

REP: TEL# 703-516-9399 FAX# 703-516-9680
 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET HARRIS REPORT FROM REP

JUN18/12 16.2
 *** WFLA-TV ***

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|---|------|-----|------------|------------|----------|----------|-----------|-------|-----------|
| 4 | | | 600A-700A PROGRAM : 6AM NEWS CON COM1: 6AM NEWS | 30 | | \$840.00 | 9/25 | 9/28 | 4 | | TU-F | 4 |
| 5 | | | 600A-700A PROGRAM : 6AM NEWS CON COM1: 6AM NEWS | 30 | | \$840.00 | 10/1 | 10/1 | 1 | | MON | 1 |
| 6 | | | 700A-900A PROGRAM : TODAY SHOW CON COM1: TODAY SHOW | 30 | | \$1,080.00 | 9/25 | 9/28 | 8 | | TU-F | 8 |
| 7 | | | 700A-900A PROGRAM : TODAY SHOW CON COM1: TODAY SHOW | 30 | | \$1,080.00 | 10/1 | 10/1 | 2 | | MON | 2 |
| 8 | | | 200P-300P PROGRAM : RACHEL RAY CON COM1: RACHEL RAY | 30 | | \$300.00 | 9/25 | 9/28 | 4 | | TU-F | 4 |
| 9 | | | 200P-300P PROGRAM : RACHEL RAY CON COM1: RACHEL RAY | 30 | | \$300.00 | 10/1 | 10/1 | 1 | | MON | 1 |
| 10 | | | 400P-500P PROGRAM : DR. OZ CON COM1: DR. OZ | 30 | | \$720.00 | 9/25 | 9/28 | 4 | | TU-F | 4 |
| 11 | | | 400P-500P PROGRAM : DR. OZ CON COM1: DR. OZ | 30 | | \$720.00 | 10/1 | 10/1 | 1 | | MON | 1 |
| 12 | | | 500P-530P PROGRAM : 5PM NEWS CON COM1: 5PM NEWS | 30 | | \$1,080.00 | 9/25 | 9/27 | 2 | | TU,TH | 2 |

REP HEADLINE# 0186800
 *** ORIGINAL REV#0 ***

REP: TEL# 703-516-9399 FAX# 703-516-9680
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JUN18/12 16.2
 *** WFLA-TV ***

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|---|------|-----|------------|------------|----------|----------|-----------|------|-----------|
| 13 | | | 500P-530P PROGRAM : 5PM NEWS CON COM1: 5PM NEWS | 30 | | \$1,080.00 | 10/1 | 10/1 | 1 | | MON | 1 |
| 14 | | | 530P-600P PROGRAM : 530PM NEWS CON COM1: 530PM NEWS | 30 | | \$1,080.00 | 9/25 | 9/28 | 4 | | TU-F | 4 |
| 15 | | | 530P-600P PROGRAM : 530PM NEWS CON COM1: 530PM NEWS | 30 | | \$1,080.00 | 10/1 | 10/1 | 1 | | MON | 1 |
| 16 | | | 600P-630P PROGRAM : 6PM NEWS CON COM1: 6PM NEWS | 30 | | \$1,440.00 | 9/25 | 9/28 | 4 | | TU-F | 4 |
| 17 | | | 600P-630P PROGRAM : 6PM NEWS CON COM1: 6PM NEWS | 30 | | \$1,440.00 | 10/1 | 10/1 | 1 | | MON | 1 |
| 18 | | | 630P-700P PROGRAM : NBC NEWS CON COM1: NBC NEWS | 30 | | \$2,400.00 | 9/25 | 9/28 | 4 | | TU-F | 4 |
| 19 | | | 630P-700P PROGRAM : NBC NEWS CON COM1: NBC NEWS | 30 | | \$2,400.00 | 10/1 | 10/1 | 1 | | MON | 1 |
| 20 | | | 700P-730P PROGRAM : ET CON COM1: ET | 30 | | \$1,200.00 | 9/25 | 9/28 | 4 | | TU-F | 4 |
| 21 | | | 700P-730P PROGRAM : ET CON COM1: ET | 30 | | \$1,200.00 | 10/1 | 10/1 | 1 | | MON | 1 |

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 *** ORIGINAL REV#0 ***

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JUN18/12 16.2
 *** WFLA-TV ***

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|-----------------------------|------|-----|------------|------------|----------|----------|-----------|------|-----------|
| 22 | | | 730P-800P | 30 | | \$1,200.00 | 9/25 | 9/28 | 4 | | TU-F | 4 |
| | | | PROGRAM : EXTRA | | | | | | | | | |
| | | | CON COM1: EXTRA | | | | | | | | | |
| 23 | | | 730P-800P | 30 | | \$1,200.00 | 10/1 | 10/1 | 1 | | MON | 1 |
| | | | PROGRAM : EXTRA | | | | | | | | | |
| | | | CON COM1: EXTRA | | | | | | | | | |
| 24 | | | 800P-1000P | 30 | | \$6,000.00 | 10/1 | 10/1 | 1 | | MON | 1 |
| | | | PROGRAM : VOICE | | | | | | | | | |
| | | | CON COM1: VOICE | | | | | | | | | |
| 25 | | | 700P-815P | 30 | | \$4,080.00 | 9/30 | 9/30 | 1 | | SUN | 1 |
| | | | PROGRAM : FBALL NIGHT IN AM | | | | | | | | | |
| | | | CON COM1: FBALL NIGHT IN AM | | | | | | | | | |
| 26 | | | 1100P-1130P | 30 | | \$1,500.00 | 9/26 | 9/30 | 5 | | W-SU | 5 |
| | | | PROGRAM : 11PM NEWS | | | | | | | | | |
| | | | CON COM1: 11PM NEWS | | | | | | | | | |
| 27 | | | 1100P-1130P | 30 | | \$1,500.00 | 10/1 | 10/1 | 1 | | MON | 1 |
| | | | PROGRAM : 11PM NEWS | | | | | | | | | |
| | | | CON COM1: 11PM NEWS | | | | | | | | | |
| 28 | | | 1130P-1230A | 30 | | \$780.00 | 9/26 | 9/28 | 2 | | W,F | 2 |
| | | | PROGRAM : TONIGHT SHOW | | | | | | | | | |
| | | | CON COM1: TONIGHT SHOW | | | | | | | | | |
| 29 | | | 1230A-130A | 30 | | \$240.00 | 9/26 | 9/28 | 2 | | W,F | 2 |
| | | | PROGRAM : FALLON | | | | | | | | | |
| | | | CON COM1: FALLON | | | | | | | | | |
| 30 | | | 700A-900A | 30 | | \$600.00 | 9/29 | 9/29 | 1 | | SAT | 1 |
| | | | PROGRAM : SAT TODAY | | | | | | | | | |
| | | | CON COM1: SAT TODAY | | | | | | | | | |

*Sum - late all football
 1130-130m*

1 mda

REP HEADLINE# 6186860
 *** ORIGINAL REV#0 ***

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 CREDIT ADVISORY: AGENCY CREDIT RISK !!!
 ORDER WORKSHEET HARRIS REPORT FROM REP

JUN18/12 16.2
 *** WFLA-TV ***

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|------------------------|-----|----|-------------|--------|-----|------------|------------|----------|----------|-----------|------|-----------|
| 31 | | | 900A-1000A | 30 | | \$360.00 | 9/29 | 9/29 | 1 | | SAT | 1 |
| PROGRAM : SAT 9AM NEWS | | | | | | | | | | | | |
| CON COM1: SAT 9AM NEWS | | | | | | | | | | | | |
| 32 | | | 600P-630P | 30 | | \$840.00 | 9/29 | 9/29 | 1 | | SAT | 1 |
| PROGRAM : SAT 6PM NEWS | | | | | | | | | | | | |
| CON COM1: SAT 6PM NEWS | | | | | | | | | | | | |
| 33 | | | 800A-900A | 30 | | \$600.00 | 9/30 | 9/30 | 1 | | SUN | 1 |
| PROGRAM : SUN TODAY | | | | | | | | | | | | |
| CON COM1: SUN TODAY | | | | | | | | | | | | |
| 34 | | | 900A-1000A | 30 | | \$360.00 | 9/30 | 9/30 | 1 | | SUN | 1 |
| PROGRAM : SUN NEWS | | | | | | | | | | | | |
| CON COM1: SUN NEWS | | | | | | | | | | | | |
| 35 | | | 600P-630P | 30 | | \$900.00 | 9/30 | 9/30 | 1 | | SUN | 1 |
| PROGRAM : SUN 6PM NEWS | | | | | | | | | | | | |
| CON COM1: SUN 6PM NEWS | | | | | | | | | | | | |
| 36 | | | 630P-700P | 30 | | \$3,000.00 | 9/30 | 9/30 | 1 | | SUN | 1 |
| PROGRAM : SUN NEWS | | | | | | | | | | | | |
| CON COM1: SUN NEWS | | | | | | | | | | | | |
| SEP/12 | | | 69420.00 | OCT/12 | | 20100.00 | | | | | | |
| CONTRACT TOTAL | | | | | | | | | | | | 89520.00 |
| TOTAL SPOTS | | | | | | | | | | | | 80 |

MARKET TOTALS \$373,000 WFLA 24% WFTS 17% WTSP 25% WTVT 26% WTOG 0% WTTA 2% WMOR 2%
 WMOX 0% WXPX 0% WWSB 4% CABL 0%

SHARES ARE ACCURATE

SVC- NSI
 DEMOS- RA35+*

Abar Hutton Media
6190 Grovedale CT #200
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL
Submission Number 648 Issue 1



WFLA-TV
P.O. Box 1410
Tampa, FL 33601

PHONE (813) 228-8888

| | | |
|---|---------------------------------|---|
| Client: Bill Nelson/ D/ State Senate/ FL | Submission Cost: 87720 | Campaign Ref: E:120628104 |
| Buyer: | Client/Product/Estimate: | Sales Rep: HRP Washington, DC |
| Schedule Dates: 09/24/12 to 10/07/12 | Weeks: 2 | Order Ref: 06186860 |
| Est./PO Number: 06186860 | Contract type: Political | Business Type: POLITICAL |
| | | Business Category: Transactional |

| | | |
|--------------------------------------|----------------------------|--|
| Product: Bill Nelson 4 Senate | Booking Group: WFLA | Key Market: Tampa-St Petersburg, FL |
| Demographic: (L) Household | Order: | |

| Ref | Sales Product Details | Rate | Spot Type | 09/24 | 10/01 | Total | Cost |
|--|-------------------------------|------|-------------|--------------|-------|-------|------|
| 1 | M-F 5a News .TWTF.. | 180 | 30 Comme | Nbr of Spots | 4 | 4 | 720 |
| 2 | M-F 5a News M..... | 180 | 30 Comme | Nbr of Spots | 1 | 1 | 180 |
| 3 | M-F 530a News .TW.F.. | 300 | 30 Comme | Nbr of Spots | 3 | 3 | 900 |
| 4 | M-F 6a News .TWTF.. | 840 | 30 Comme | Nbr of Spots | 4 | 4 | 3360 |
| 5 | M-F 6a News M..... | 840 | 30 Comme | Nbr of Spots | 1 | 1 | 840 |
| 6 | M-F 7a Today Show .TWTF.. | 1080 | 30 Comme | Nbr of Spots | 8 | 8 | 8640 |
| 7 | M-F 7a Today Show M..... | 1080 | 30 Comme | Nbr of Spots | 2 | 2 | 2160 |
| 8 | M-F 2p Rachael Ray .TWTF.. | 300 | 30 Comme | Nbr of Spots | 4 | 4 | 1200 |
| 9 | M-F 2p Rachael Ray M..... | 300 | 30 Comme | Nbr of Spots | 1 | 1 | 300 |
| Weekly Totals: Total Spots(Ord Spots) | | | | 63 | 14 | 77 | |

Abar Hutton Media
6190 Grovedale CT #200
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL
Submission Number 648 Issue 1



WFLA-TV
P.O. Box 1410
Tampa, FL 33601

PHONE (813) 228-8888

| | | |
|---|---------------------------------|---|
| Client: Bill Nelson/ D/ State Senate/ FL | Submission Cost: 87720 | Campaign Ref: E:120628104 |
| Buyer: FL | Client/Product/Estimate: | Sales Rep: HRP Washington, DC |
| Schedule Dates: 09/24/12 to 10/07/12 | Weeks: 2 | Order Ref: 06186860 |
| Est/PO Number: 06186860 | Contract type: Political | Business Type: POLITICAL |
| | | Business Category: Transactional |

| Ref | Sales Product Details | Rate | Spot Type | 09/24 | 10/01 | Total | Cost |
|--|--|------|-------------|-------------------|-------|-------|------|
| 10 | M-F 4p Dr Oz TWTF.. | 720 | 30 Comme | Nbr of Spots 4 | | 4 | 2880 |
| 11 | M-F 4p Dr Oz M..... | 720 | 30 Comme | Nbr of Spots 1 | 1 | 1 | 720 |
| 12 | M-F 5p News T.T... | 1080 | 30 Comme | Nbr of Spots 2 | | 2 | 2160 |
| 13 | M-F 5p News M..... | 1080 | 30 Comme | Nbr of Spots 1 | 1 | 1 | 1080 |
| 14 | M-F 530p News TWTF.. | 1080 | 30 Comme | Nbr of Spots 4 | | 4 | 4320 |
| 15 | M-F 530p News M..... | 1080 | 30 Comme | Nbr of Spots 1 | 1 | 1 | 1080 |
| 16 | M-F 6p News TWTF.. | 1440 | 30 Comme | Nbr of Spots 4 | | 4 | 5760 |
| 17 | M-F 6p News M..... | 1440 | 30 Comme | Nbr of Spots 1 | 1 | 1 | 1440 |
| 18 | M-F 630p ET / 530p CT NBC Nightly News TWTF.. | 2400 | 30 Comme | Nbr of Spots 4 | | 4 | 9600 |
| 19 | M-F 630p ET / 530p CT NBC Nightly News M..... | 2400 | 30 Comme | Nbr of Spots 1 | 1 | 1 | 2400 |
| 20 | M-F 7p Entertainment Tonight TWTF.. | 1200 | 30 Comme | Nbr of Spots 4 | | 4 | 4800 |
| Weekly Totals: Total Spots(Ord Spots) | | | | 63 | 14 | 77 | |

Abar Hutton Media
6190 Grovedale CT #200
Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL
Submission Number 648 Issue 1



WFLA-TV
P.O. Box 1410
Tampa, FL 33601

PHONE (813) 228-8868

Client: Bill Nelson/ D/ State Senate/
FL
Buyer:
Schedule Dates: 09/24/12 to 10/07/12
Est./PO Number: 06186860

Submission Cost: 87720
Client/Product/Estimate:
Weeks: 2
Contract type: Political

Campaign Ref: E:120628104
Sales Rep: HRP Washington, DC
Order Ref: 06186860
Business Type: POLITICAL
Business Category: Transactional

| Ref | Sales Product Details | Rate | Spot Type | Nbr of Spots | 09/24 | 10/01 | Total | Cost |
|--|---|------|-------------|--------------|-------|-------|-------|------|
| 21 | M-F 7p Entertainment Tonight M..... | 1200 | 30 Comme | Nbr of Spots | | 1 | 1 | 1200 |
| 22 | M-F 730p Extra .TWTF.. | 1200 | 30 Comme | Nbr of Spots | 4 | | 4 | 4800 |
| 23 | M-F 730p Extra M..... | 1200 | 30 Comme | Nbr of Spots | | 1 | 1 | 1200 |
| 24 | Mon 8-10p ET / 7-9p CT Voice M..... | 6000 | 30 Comme | Nbr of Spots | | 1 | 1 | 6000 |
| 25 | Sun 7p ET / 6p CT Football Night in AmericaS | 4080 | 30 Comme | Nbr of Spots | 1 | | 1 | 4080 |
| 26 | M-Su 11p News .WTFS. | 1500 | 30 Comme | Nbr of Spots | 4 | | 4 | 6000 |
| 27 | M-Su Late News Late RunS | 1500 | 30 Comme | Nbr of Spots | 1 | | 1 | 1500 |
| 28 | M-Su 11p News M..... | 1500 | 30 Comme | Nbr of Spots | | 1 | 1 | 1500 |
| 29 | M-F 1135p ET / 1035p CT Tonight Show ..W.F.. | 780 | 30 Comme | Nbr of Spots | 2 | | 2 | 1560 |
| 30 | M-F 1135p ET / 1035p CT Tonight Show ..W.F.. | 240 | 30 Comme | Nbr of Spots | 2 | | 2 | 480 |
| 31 | Sun 8a Today ShowS | 600 | 30 Comme | Nbr of Spots | 1 | | 1 | 600 |
| Weekly Totals: Total Spots (Ord Spots) | | | | | 63 | 14 | 77 | |

Abar Hutton Media
 6190 Grovedale CT #200
 Alexandria VA 22310

Bill Nelson/ D/ State Senate/ FL
 Submission Number 648 Issue 1



WFLA-TV
 P.O. Box 1410
 Tampa, FL 33601

PHONE (813) 228-8888

| | | |
|---|---------------------------------|---|
| Client: Bill Nelson/ D/ State Senate/ FL | Submission Cost: 87720 | Campaign Ref: E:120628104 |
| Buyer: | Client/Product/Estimate: | Sales Rep: HRP Washington, DC |
| Schedule Dates: 09/24/12 to 10/07/12 | Weeks: 2 | Order Ref: 06186860 |
| Est./PO Number: 06186860 | Contract type: Political | Business Type: POLITICAL |
| | | Business Category: Transactional |

| Ref | Sales Product Details | Rate | Spot Type | 09/24 | 10/01 | Total | Cost |
|--|--|------|-------------|-------|-------|-------|------|
| 32 | Sun 9a NewsS | 360 | 30 Comme | 1 | | 1 | 360 |
| 33 | Sun 6p NewsS | 900 | 30 Comme | 1 | | 1 | 900 |
| 34 | Sun 630p ET / 530p CT NBC Nightly NewsS | 3000 | 30 Comme | 1 | | 1 | 3000 |
| Weekly Totals: Total Spots(Ord Spots) | | | | 63 | 14 | 77 | |

| Grand Totals | | | |
|--------------|-------|-------------------------|--------------------------|
| | | Month 9 Weeks: 5 | Month 10 Weeks: 4 |
| | | 09/24 | 10/01 |
| Spots | 77 | 63 | 14 |
| Cost | 87720 | 67620 | 20100 |

| | |
|----------------------|-------------------------------|
| Grand Totals: | Spots: 77 |
| | Gross Total: 87,720.00 |
| | Commission: 13,158.00 |
| | Net Total: 74,562.00 |



**PAID POLITICAL
BROADCAST AVAIL REQUEST**

| | | | |
|--------------|---------------|--------------------|---------------|
| TO: | Mott Oestrich | STATION: | WFLA |
| FROM: | Meghan McGarr | HRP OFFICE: | Washington DC |
| | | | |

REQUEST RECEIVED FROM

DATE: 6/19/12

| | |
|-----------------|---|
| BUYER: | Shelli Huttan |
| AGENCY: | Abar Hutton Medio |
| ADDRESS: | 6190 Gravedale Ct. Suite 200 Alexandria, VA 22310 |
| PHONE #: | 703 299 0395 |
| FAX #: | 703 299 9211 |
| OTHER: | |

AVAILS FOR

| | |
|---------------------|---|
| COMMITTEE: | Bill Nelson for U.S. Senate |
| CHAIRPERSON: | |
| TREASURER: | |
| ADDRESS: | 1516 East Calaniol Drive, Suite 101 Orlando, FL 32803 |
| PHONE #: | 407 704 7980 |
| FAX #: | 202 204 5650 |
| OTHER: | |

FOR

| | |
|-------------------|-------------|
| CANDIDATE: | Bill Nelsan |
| OFFICE: | Senate |
| PARTY: | Republican |

| | |
|---------------------------|------------|
| DAYPARTS: | ALL |
| SCHEDULE DATES: | As Ordered |
| COMMERICAL LENGTH: | :30'S |
| PROGRAMS: | ALL |

PLEASE ADVISE IF THERE ARE RESTRICTIONS ON ANY OF THE ABOVE

HRP FORM #0141